AUCTION DATES

American Motors

July 14 — D-A Auto Auction, New Stanton, Pa.

July 15 — Minneapolis Auto Auction, Plymouth, Minn.

July 16 — Greater Chicago Auto Auction, Chicago; Evansville Auto Auction, Evansville, Ind.; and Todd Auto Auction, Telford, Pa.

July 17 — St. Louis Auto Auction, Bridgeton, Mo.

July 21 — Statesville Auto Auction, Statesville, N.C., and Aptco Auto Auction, Taylor, Mich.

July 22 — Columbus Auto Auction, Columbus, Ohio; Metro Milwaukee Auto Auction, Caledonia, Wis.; and Kansas City Auto Auction, Kansas City, Mo.

July 23 — Evansville Auto Auction, Evansville, Ind., and Corry Auto Auction, Corry, Pa.

July 28 — D-A Auto Auction, New Stanton, Pa.

July 29 — Minneapolis Auto Auction, Plymouth, Minn.

Chrysler Corp.

July 14 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; NuCarPrep System, Santa Fe Springs, Calif.; Dallas Auto Auction, Grand Prairie, Texas; and Florida Auto Auction of Orlando, Ocoee, Fla.

Used Car Sales
Auction Averages

July to date	$5,879
Month ago	$5,929
Year ago	$5,157

July 15 — A.D.E. of Alabama, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, Ohio; Southern Auto Auction, Warehouse Point, Conn.; and South Seattle Auto Auction, Kent, Wash.

July 16 — Fredericksburg Auto Auction, Fredericksburg, Va.

July 17 — St. Louis Auto Auction, Bridgeton, Mo.

July 21 — Hatfield Auto Auction, Hatfield, Pa.; American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Golden Gate Auto Auction, Fremont, Calif.

July 22 — Butler Auto Auction, Gibsonia, Pa.; Minneapolis Auto Auction, Plymouth, Minn.; and Southwest Auto Auction, Phoenix, Ariz.

July 23 — Clanton's Auto Auction, Darlington, S.C.; Northway Exchange, Clifton Park, N.Y.; and Indianapolis Auto Auction, Indianapolis

Ford Motor Co.

July 15 — Atlanta Auto Auction, Red Oak, Ga.; Concord Auto Auction, Acton, Mass.; and Southern California Auto Auction, Fontana, Calif.

July 16 — Dallas Auto Auction, Dallas, and Minneapolis Auto Auction, Plymouth, Minn.

July 22 — Lakeland Auto Auction, Lakeland, Fla.

July 23 — Greater Chicago Auto Auction, Chicago; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Bay Cities Auto Auction Inc., Hayward, Calif.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

July 28 — South Seattle Auto Auction, Kent, Wash.

July 29 — Columbus Fair Auto Auction, Obetz, Ohio; Clanton's Auto Auction, Darlington, S.C.; and Southern California Auto Auction, Fontana, Calif.

July 30 — Baltimore-Washington Auto Exchange, Baltimore; Houston Predelivery Center, Houston; and St. Louis Auto Auction, Bridgeton, Mo.

Model Breakdown
Auction Averages

	JUL 1987	JUN 1987	MAY 1987
1987	$11,153	$11,113	$11,046
1986	$9,139	$9,187	$9,287
1985	$7,155	$7,191	$7,194
1984	$5,720	$5,727	$5,718
1983	$4,845	$4,852	$4,873
1982	$3,682	$3,687	$3,705
1981	$2,657	$2,680	$2,705
1980	$2,095	$2,134	$2,141
Overall Average	$5,879	$5,900	$5,871

General Motors

July 15 — Hatfield Auto Auction, Hatfield, Pa.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

July 16 — Butler Auto Auction, Gibsonia, Pa.; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; Nashville Auto Auction, Nashville, Tenn.; and Florida Auto Auction of Orlando, Ocoee, Fla.

July 21 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

July 22 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Omaha Auto Auction, Omaha, Neb.; and Baltimore-Washington Auto Exchange, Baltimore

July 23 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

July 28 — Harrisonburg Auto Auction, Harrisonburg, Va.

July 29 — Hatfield Auto Auction, Hatfield, Pa.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

July 30 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn.; and Southwest Auto Auction, Phoenix, Ariz.

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Private carriers change name of trade group

ALEXANDRIA, Va. — Members of the the Private Carrier Conference have voted to change the name of the organization to the National Private Trucking Association, effective immediately.

The association is a national organization representing proprietary truck fleets — companies that operate trucks in support of their primary non-transportation business activities. Approximately 60 percent of the nation's freight is transported in private carriers' trucks.

The Private Carrier Conference will continue to operate as a subsidiary of the National Private Trucking Association. Primarily, it will publish the association's monthly magazine, The Private Carrier.

E.M. Cody, association chairman, said the new name more accurately describes the organization as the major one representing the largest sector of the U.S. transportation industry — private trucking.

Robert Lomas has been elected president of the National Private Trucking Association. He is corporatate transportation manager for Benjamin Moore & Co., Montvale, N.J.

The association also is continuing its discussions with the Private Truck Council of America regarding a possible consolidation.

California insurance plan seeks 50% rate increase

SAN FRANCISCO — Claiming losses of $50 million in 1985 and estimating 1986 losses at twice that, the California Automobile Assigned Risk Plan has asked the state's insurance department for emergency approval of a 50 percent increase in premium rates.

The Assigned Risk Plan was created in 1947 by the California legislature. It is not an insurance company, but a last resort for automobile owners who are unable to obtain automobile liability insurance on the open market.

DOMESTIC DAYS' SUPPLIES

	July 1, 1987	June 1, 1987	July 1, 1986
Alliance	151	162	125
Encore	0	0	272
Total Renault	151	162	150
Eagle	95	145	116
Total AMC	95	145	116
AMERICAN MTRS.	140	160	145
Horizon	35	45	23
Sundance	49	60	325
Turismo	161	163	94
Reliant	55	57	48
Caravelle	75	106	52
Plymouth	49	45	59
Total Plymouth	57	65	45
Laser	60	42	148
LeBaron K	77	89	73
LeBaron J	132	143	0
LeBaron GTS	144	124	139
Fifth Avenue	132	124	77
New Yorker	100	95	106
Total Chrysler	112	111	95
Omni	35	46	27
Shadow	47	55	128
Charger	134	149	94
Daytona	96	92	96
Aries	55	62	59
Lancer	160	138	144
Diplomat	51	69	56
Dodge 600	94	103	60
Total Dodge	68	73	65
CHRYSLER MTRS.	78	82	67
Escort	71	70	49
Mustang	41	40	45
Tempo	74	75	70
Taurus	73	75	44
Thunderbird	82	89	88
LTD	0	0	47
Crown Victoria	41	44	57
Total Ford Div.	66	68	55
Lynx	76	97	71
Topaz	94	80	53
Sable	112	115	34
Cougar	81	91	56
Capri	0	0	93
Marquis	0	0	52
Grand Marquis	49	59	51
Total Mercury	79	86	52
Continental	80	76	71
Lincoln	43	51	57
Mark VII	45	50	70
Total Lincoln	46	53	60
Total L-M Division	70	77	54
FORD MOTOR CO.	68	71	55
Skyhawk	112	137	79
Somerset Regal	116	149	42
Century	121	132	80
Regal	75	99	92
LeSabre	96	110	66
Electra	122	142	77
Riviera	76	92	187
Total Buick	107	127	73
Cimarron	120	114	98
Allante	136	76	0
Seville	74	64	224
Cadillac	111	90	77
Eldorado	86	89	164
Total Cadillac	106	89	90
Chevette	64	59	81
Nova	41	66	91
Cavalier	105	104	43
Citation	0	0	76
Camaro	61	59	63
Celebrity	63	59	56
Corsica/Beretta	57	74	0
Monte Carlo	119	128	81
Chevrolet	91	86	59
Corvette	94	83	61
Total Chevrolet	71	77	60
Firenza	139	143	82
Calais	86	76	56
Cutlass Ciera	101	83	68
Cutlass Supreme	75	105	64
Olds 88	83	83	98
Olds 98	95	103	66
Toronado	47	59	196
Total Oldsmobile	89	87	75
Fiero	106	76	96
1000	111	61	121
Sunbird	91	100	47
Firebird	52	49	51
Grand Am	56	50	22
6000	101	104	79
Gr. Prix/Bonn.	156	123	79
Grand Prix	0	0	94
Bonneville/Paris.	114	122	59
Total Pontiac	81	79	59
GENERAL MTRS.	84	87	67
VOLKSWAGEN	123	61	82
HONDA	11	6	7
NISSAN	49	46	19
TOYOTA	47	42	0
DOM. TOTAL	75	77	63
Subcompact	56	58	60
Compact	74	74	56
Intermediate	84	87	63
Standard	77	81	66
Luxury	37	86	79

Stocks dip despite drop in car sales

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

Although sales are running well behind last year's, inventories of unsold domestic new cars July 1 were below those of June 1 in terms of days' supply and number of units.

The moderate slimming of stockpiles is the result of extended plant closings for model changeovers, closings aimed specifically at inventory reduction and a notable lack of overtime work assignments.

The month opened with 1,900,096 cars in stock, equal to a 75-day supply. Those figures were down from the 1,910,805 units and 77-day supply on June 1. On July 1 a year ago, the inventory count was 1,859,576 cars, a 63-day supply.

Back on July 1, 1985, there was a 58-day supply of cars at dealerships or in transit.

General Motors, hit particularly hard by poor sales in the first half, had 1,057,494 cars on hand July 1, an 84-day supply. A month earlier, GM's inventory was 1,055,673 units, an 87-day stock.

Each of the U.S.-based carmakers started July with a lower days' supply than they had a month earlier.

Volkswagen had a significantly larger supply. Honda, Toyota and Nissan stocks were only minimally higher.

A 60-day to 65-day stock is considered optimal.

Companies shared the July 1 inventory this way: General Motors, 55.65 percent; Ford Motor Co., 26.18 percent; Chrysler Motors, 13.97 percent; Nissan, 1.35 percent; Volkswagen, 1.21 percent; American Motors, 0.86 percent; Honda, 0.53 percent; and Toyota, 0.25 percent.

On June 1, the split was: GM, 55.25 percent; Ford, 26.62 percent; Chrysler, 13.83 percent; Nissan, 1.50 percent; Volkswagen, 1.00 percent; AMC, 0.97 percent; Honda, 0.44 percent; and Toyota 0.39 percent.

The shares by size class July 1 were: intermediate, 41.68 percent; compact, 18.62 percent; subcompact, 16.95 percent; standard, 12.40 percent; and luxury, 10.35 percent.

Import cars set record in Japan

TOKYO — Sales of imported cars in Japan in June set an any-month record and rose 34.2 percent from the year-ago month. It was the 42nd month in a row in which sales topped year-earlier figures.

The Japan Automobile Importers Association said sales reached an all-time high for any month at 9,504 units, making a total of 44,456 for the first half of the year. BMW sales accounted for 10,050 of the six-month total; Volkswagen, 9,570; and Mercedes-Benz, 9,114.

The increase was attributed in part to price cuts at dealerships handling West German cars. Cuts were made because of competition with Italian and other makers, which had the advantage of currency gains on the exchange market against the increased value of the yen.

The association is now revising its forecast for the year upward from 75,000 to 80,000 units.

DOMESTIC CAR SALES

	June 21 to June 30, 1987	June Sales Forecast 1986	June 1987	June March 1986	Jan. 1 to June 30, 1987	Jan. to June Forecast 1986
Alliance	0	0	2,568	4,281	14,171	24,964
Encore	0	0	0	967	0	6,311
Total Renault	0	0	2,568	5,168	14,171	31,275
Eagle	0	0	441	558	2,228	3,931
Total AMC	0	0	441	558	2,228	3,931
AMERICAN MOTORS	1,819	2,856	3,009	5,726	16,399	35,206
Horizon	1,129	5,720	3,690	13,452	34,675	54,135
Sundance	3,593	77	9,986	77	40,912	77
Turismo	384	1,400	993	3,772	11,935	22,192
Reliant	2,894	5,013	8,313	13,209	53,962	71,736
Caravelle	1,709	1,324	4,153	3,987	19,630	20,870
Plymouth	258	646	828	1,663	3,699	8,482
Total Plymouth	9,957	14,183	27,963	36,160	164,783	177,492
Laser	109	1,066	293	2,697	3,629	15,223
LeBaron K	2,513	3,678	8,449	9,234	30,004	52,590
LeBaron J	3,367	0	8,250	0	28,190	0
LeBaron GTS	753	1,687	2,512	4,000	17,717	32,318
Fifth Avenue	1,128	3,951	3,450	9,761	20,855	46,491
New Yorker	2,226	1,765	6,133	4,385	30,734	26,700
Total Chrysler	10,115	12,147	27,087	30,077	130,929	175,331
Omni	661	3,444	2,762	9,780	28,134	46,040
Shadow	3,708	159	10,283	159	38,602	159
Charger	382	1,610	1,100	4,184	15,802	24,029
Daytona	1,573	1,530	4,298	4,010	18,529	20,318
Aries	2,831	3,729	8,685	10,719	50,671	51,267
Lancer	550	1,328	1,706	3,165	13,423	23,881
Diplomat	502	1,221	1,444	3,238	5,581	15,258
Dodge 600	1,162	2,825	3,402	7,560	18,495	33,876
Total Dodge	11,569	15,648	33,680	42,815	187,237	214,828
CHRYSLER MOTORS	31,651	41,976	88,730	109,062	482,949	567,651
Escort	12,156	13,532	36,715	34,977	131,592	198,916
Mustang	5,539	6,064	16,105	16,163	96,273	91,047
Tempo	5,347	8,112	21,153	20,660	126,105	126,057
Taurus	10,859	9,307	31,499	23,389	174,980	102,547
Thunderbird	3,915	4,399	12,292	11,337	60,923	72,710
LTD	0	637	0	1,682	0	20,517
Crown Victoria	4,791	4,563	12,724	11,909	64,317	67,375
Total Ford Div.	42,406	46,614	130,488	120,097	714,190	681,169
Lynx	2,279	1,815	6,927	5,047	32,168	33,189
Topaz	1,523	2,145	5,851	6,004	36,271	33,206
Sable	2,967	3,559	8,483	9,984	47,224	46,933
Cougar	3,535	5,047	10,796	12,018	52,842	61,208
Capri	0	450	0	1,161	0	6,453
Marquis	0	206	0	631	2,510	8,795
Grand Marquis	4,361	4,228	12,296	10,779	56,856	57,900
Total Mercury	14,785	17,448	44,352	45,624	227,871	247,685
Continental	473	550	1,294	1,523	7,268	9,578
Lincoln	4,050	4,106	12,528	10,231	60,331	57,940
Mark VII	1,005	710	2,678	1,826	13,449	10,121
Total Lincoln	5,528	5,366	16,500	13,580	81,048	77,639
Total L-M Division	20,313	22,814	60,852	59,204	308,919	325,324
FORD MOTOR CO.	62,719	69,428	191,340	179,301	1,023,109	1,006,493
Skyhawk	1,129	2,499	3,603	7,942	16,906	35,207
Skylark	0	0	0	0	0	2,522
Somerset Regal	2,196	3,769	6,284	14,528	36,458	64,204
Century	3,725	6,487	11,619	20,731	74,416	121,008
Regal	1,887	2,371	4,936	7,608	25,708	42,631
LeSabre	4,610	4,252	12,502	12,301	65,913	52,585
Electra	2,321	2,936	6,597	8,781	36,245	61,794
Riviera	495	392	1,268	1,261	11,069	8,220
Total Buick	16,363	22,686	47,011	73,152	288,714	388,171
Cimarron	466	792	1,181	2,024	6,757	11,246
Allante	78	0	235	0	1,093	0
Seville	399	278	1,814	825	12,407	7,707
Cadillac	5,643	6,746	15,587	17,593	96,520	117,570
Eldorado	749	450	1,943	1,202	10,365	10,212
Total Cadillac	7,655	8,264	20,760	21,644	127,142	146,735
Chevette	233	1,561	716	5,424	15,555	37,955
Nova	7,672	5,125	22,200	14,776	75,577	74,886
Cavalier	7,639	13,430	21,931	39,070	166,855	207,243
Citation	0	28	0	82	0	979
Camaro	3,567	5,764	10,995	18,607	69,139	95,363
Celebrity	6,147	12,045	25,797	39,242	179,152	217,801
Corsica/Beretta	11,361	0	28,504	0	76,906	0
Monte Carlo	2,142	3,281	6,391	9,976	31,945	55,335
Chevrolet	5,475	7,700	15,050	22,868	89,119	121,587
Corvette	757	1,093	2,415	3,417	13,202	18,560
Total Chevrolet	44,993	50,027	133,999	163,462	716,459	829,740
Firenza	486	1,224	1,525	3,312	6,370	19,525
Calais	3,268	4,296	9,662	11,120	54,236	63,536
Cutlass Ciera	8,457	10,189	20,832	26,557	128,575	170,878
Cutlass Supreme	3,898	7,217	9,328	18,244	56,360	117,295
Olds 88	5,214	9,392	15,244	23,008	89,256	119,110
Olds 98	2,038	2,380	6,266	6,358	34,254	64,314
Toronado	565	277	2,323	742	10,141	6,860
Total Oldsmobile	22,344	34,975	65,180	89,337	381,132	558,553
Fiero	1,213	2,181	3,099	5,825	25,396	37,209
1000	66	436	201	1,326	4,123	10,294
Sunbird	2,416	3,672	7,598	12,303	45,977	80,424
Firebird	2,370	2,939	7,999	10,589	42,498	53,177
Grand Am	5,475	5,068	20,279	17,871	111,661	109,175
6000	2,567	4,769	10,316	17,514	64,216	92,106
Gr. Prix/Bonn.	284	1,128	883	3,822	9,059	22,723
Grand Prix	0	1,049	0	3,360	0	22,090
Bonneville/Paris	2,883	1,837	9,311	6,157	52,277	43,391
Total Pontiac	17,274	23,277	59,503	79,667	355,907	450,530
GENERAL MOTORS	168,612	199,229	327,453	417,282	1,848,354	2,373,736
VOLKSWAGEN	2,514	2,716	4,876	6,459	23,631	39,091
HONDA	10,057	9,960	25,015	18,220	164,811	92,436
NISSAN	6,045	50	13,716	217	64,796	25,376
TOYOTA	1,228	0	2,586	0	18,252	0
DOMESTIC TOTAL	234,462	286,009	611,727	728,281	3,642,525	4,139,979
IMPORT TOTAL			257,505	286,882	1,443,340	1,506,897

GM plunge cuts sales: 5.1 million for 1st half

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

Sales of new United States-built cars in the first half of 1987 fell 12.02 percent below those of a year earlier and were off 10.80 percent from the 1986 total in June.

General Motors was the big loser. Its domestic-car sales plunged 525,384 units in the first half, a decline of 22.13 percent. GM's dip in June was 89,839 units, or 21.53 percent.

The drops for domestic cars occurred despite a variety of attempts to boost sales. Those efforts include generous retail cash-back offers, cut-rate financing deals and localized promotions.

Domestic sales fell even as import competitors watched their prices rise steadily as foreign currencies strengthened against the dollar.

Six-month sales figures clearly show the severity of problems the domestic industry faces, and action seen and foreseen on the wholesale and retail fronts indicates no solutions are in sight.

Domestic sales, January through June, totaled 3,642,525 cars, compared with 4,139,979 in 1986's first half.

Import first-half sales totaled 1,443,340 cars, off 4.22 percent, from 1,506,897 last year.

Combined domestic and import sales for the half were off 9.93 percent as deliveries dipped to 5,085,865 cars from 5,646,876 in 1986.

Imports captured 28.38 percent of U.S. sales in the first half, compared to 26.69 percent a year ago.

In the first half, AMC had a sales decline of 53.42 percent from the year before. GM was down 22.13 percent; Chrysler Motors slipped 14.92 percent; and Volkswagen was off 13.46 percent.

Nissan recorded a six-month gain of domestic-built products of 155.38 percent. Honda's sales rose 67.49 percent, and Ford Motor's sales climbed 1.65 percent. Toyota dealers delivered 18,282 U.S.-built cars in the six months. Toyota was not selling U.S.-built cars in the first half of 1986.

In June, domestic sales totaled 656,727 cars, off 10.80 percent from the 736,261 delivered in the month last year. The import total reached a June record of 281,555 units, up 6.29 percent, from the 264,892 sold a year before.

The domestic-import figure for June was 938,282, down 6.28 percent from 1,001,153 in 1986.

Imports took 30.00 percent of the June market compared with 26.46 percent a year earlier. This year's penetration was a record for any June, according to Automotive

continued →

Where the U.S. market was June 1987

	Total Sales	Pct. of Total
SUBCOMPACT	150,280	16.02
COMPACT	124,405	13.26
INTERMEDIATE	244,246	26.03
STANDARD	79,399	8.46
LUXURY	58,397	6.22
IMPORT	281,555	30.01
TOTAL	938,282	100.00

News data.

The daily selling rate for domestics during June this year averaged 25,259 cars, down from the daily sales average of 29,450 cars in June 1986.

For June, AMC reported a year-to-year sales decline of 47.45 percent. VW had a drop of 24.44 percent; GM was down 21.53 percent; and Chrysler Motors dipped 18.64 percent.

Honda's sales for the month climbed 37.29 percent; Ford Motor's rose 6.71 percent; and Toyota sold 2,586 units in June with no 1986 figure. Nissan's sales were 13,718, compared with 217 last year when the plant was down for changeover.

In June's final 10-day selling period, there still were no signs of improvement for the U.S.-based manufacturers.

Domestic 10-day sales totaled 224,652 units, off 15.55 percent from the 266,005 units delivered at retail a year before.

In the June 21-30 sales period, AMC had a sales decline of 31.51 percent; Chrysler, 24.60 percent; GM, 21.99 percent; Ford, 9.66 percent; and VW, 7.44 percent.

Honda had a gain of 1.08 percent. Nissan sales rose to 6,045 units from 50 last year, and Toyota sold 1,228 U.S-built cars.

It was a close-but-no-cigar toss for Ford Division in its domestic sales race against Chevrolet in the first half. Chevy outsold Ford by just 1,269 cars with a six-month tally of 715,459 units to Ford's 714,190. A year ago, Chevy led its traditional rival by 148,580 domestic cars with sales of 829,749 to Ford Division's 681,169.

In June, Chevy sold 133,999 units to Ford's 130,488, a margin of 3,511 units. In the month last year, Chevy sold 153,462 to Ford's 120,097, a margin of 33,365 units.

Record high monthly sales were reported by American Honda's Acura Automobile Division, Hyundai, Mitsubishi and Yugo.

Audi of America said June was its second-best month in its history in the United States.

Sales of light trucks set records for the first six months of the year and for June.

U.S. CAR SALES BY MARKETING UNITS

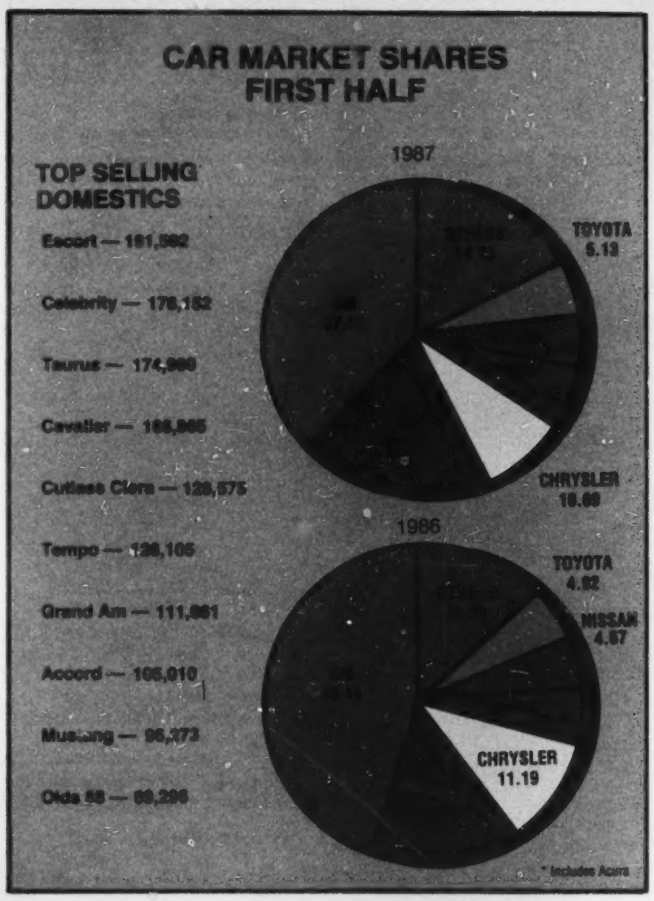
	June, 1987	June, 1986	6 Mos., 1987	6 Mos., 1986
Alfa Romeo	657	650	3,422	2,866
AMC-Renault	4,801	5,978	21,969	37,250
American Honda	56,093	49,566	337,039	306,439
BMW	7,711	8,624	42,987	46,002
Buick	47,011	73,152	268,714	383,171
Cadillac	20,760	21,644	127,142	146,735
Chevrolet	144,896	167,724	775,621	909,163
Chrysler	28,234	30,077	137,216	175,331
Dodge	38,925	47,733	215,815	248,263
Ford	131,980	120,097	717,135	681,169
Hyundai	27,189	15,131	127,056	52,396
Isuzu	4,438	2,633	16,151	16,203
Jaguar	2,192	2,504	10,024	11,506
Lincoln	16,500	13,580	81,048	77,639
Maserati	60	128	360	848
Mazda	21,144	14,665	89,573	103,506
Mercedes	7,273	6,101	45,411	44,209
Mercury	45,784	46,907	233,004	255,358
Mitsubishi	7,755	3,992	34,147	23,763
Nissan	50,731	52,248	276,074	263,682
Oldsmobile	65,160	89,337	381,132	558,553
Peugeot	755	1,043	4,440	6,592
Plymouth	32,656	40,698	190,557	206,452
Pontiac	63,957	79,597	359,361	450,530
Porsche	2,200	3,197	12,824	14,726
Saab	4,279	5,020	22,087	23,980
Sterling	1,160	0	6,381	0
Subaru	14,343	13,657	77,514	91,463
Toyota	50,170	47,241	261,090	277,848
Volvo	9,083	11,600	61,964	63,423
VWoA	25,604	24,515	121,573	148,970
Yugo	4,761	2,014	27,034	11,840
TOTAL	938,282	1,001,153	5,085,865	5,646,876

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics and Acura. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA combines imports and domestics and Audi. Nissan includes Sentras built in the U.S. Mercury includes Merkur XR4TI and Merkur Scorpio. Ford includes Festiva. Chrysler includes Conquest. Pontiac includes Lemans.

IMPORTED CAR SALES

	June, 1987	June, 1986	6 Mos., 1987	6 Mos., 1986
Acura	9,609	4,102	50,171	12,949
Alfa Romeo	657	650	3,422	2,866
Audi	7,915	4,970	24,887	32,303
BMW	7,711	8,624	42,987	46,002
Chevrolet	10,897	14,262	80,162	79,414
Chrysler	1,147	0	6,287	0
Dodge	5,245	4,918	28,578	33,435
Ford	1,492	0	2,945	0
Honda	21,469	27,244	132,057	201,080
Hyundai	27,189	15,131	127,056	52,396
Isuzu	4,438	2,633	16,151	16,203
Jaguar	2,192	2,504	10,024	11,506
Maserati	60	128	360	848
Mazda	21,144	14,665	89,573	103,506
Mercedes-Benz	7,273	6,101	45,411	44,209
Mercury	1,432	1,283	5,133	7,673
Mitsubishi	7,755	3,992	34,147	23,763
Nissan	37,013	52,031	211,284	238,312
Peugeot	755	1,043	4,440	6,592
Plymouth	4,693	4,538	25,774	30,960
Pontiac	3,454	0	3,454	0
Porsche	2,200	3,197	12,824	14,726
Renault	1,792	252	5,570	2,044
Saab	4,279	5,020	22,087	23,980
Sterling	1,160	0	6,381	0
Subaru	14,343	13,657	77,514	91,463
Toyota	47,584	47,241	242,808	277,848
Volkswagen	12,813	13,092	62,856	77,578
Volvo	9,083	11,600	61,964	63,423
Yugo	4,791	2,014	27,034	11,840
TOTAL	281,555	264,892	1,443,340	1,505,997

Sales figures supplied by Import Data Systems.



Audi sales skyrocket, but now comes test

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

Audi of America wound up its $5,000 discount offer with a flourish in June, selling a near-record number of cars. Sales topped the previous month's total in each of the three months of the incentive.

The program allowed Audi to march toward the 1988 model year with a tidy 43-day supply of cars.

That Audi would reach such a mark by midyear seemed virtually inconceivable back on April 1, when the discount began. At that time, publicity surrounding sudden-acceleration incidents in the Audi 5000-S had reduced showroom traffic to a trickle and had pushed inventories to a 248-day level.

The $5,000 rebate, which was available to owners of 1984-1986 Audi 5000-S models, boosted sales dramatically. The momentum reached its peak in June when Audi chalked up 7,915 sales. That was the highest monthly sales total since the sudden-acceleration controversy surfaced more than a year ago, and it was also Audi's second-best monthly total in 18 years. Its high was 8,050 units in May 1985.

Despite the success, though, Audi sales for the first half of 1987 were down nearly 23 percent from the year-ago total. And now, some dealers admit, comes the challenge of selling Audis without incentives to people outside Audi's existing customer base. The rebate was available only to Audi owners.

If nothing else, the program proved that Audi has kept a loyal block of owners — albeit ones encouraged by a sizable discount. In each month, dealers indicated that nearly all of their sales went to Audi owners cashing in their rebate certificates.

While sales are expected to drop now that the rebate has expired, some dealers are reporting that their supplies of 1987 5000 models have just about dried up anyway. Production of 1987 models will continue through July, and the 1988 5000 should be in showrooms by September, a spokesman said.

Inventories are higher on the Audi 4000 model, but that line is being pushed by factory-to-dealer incentives worth up to $2,500 through Sept. 30.

Audi is taking with the 4000 series, I think you'll find dealers sold out a month to six weeks before the introduction of the new models (in November)," said Mike Zatine, owner of Andrews Nissan-Audi in Seattle.

Dealers said they hoped that the car, which will carry Audi 80 and

Audi marches toward the 1988 model year with a 43-day supply of cars

Audi 90 badges, will kick off a new era of prosperity for the franchise.

The new Audi 5000 bows next spring as the Audi 100/200.

One dealer attributed the late sales surge to procrastination on the part of some Audi 5000 owners. Another said that sudden-acceleration investigations involving other makers are drawing attention away from Audi. Last week, Nissan said it would recall and install shift-lock devices on 180,000 280-ZX and 300-ZX models equipped with automatic transmission as a precaution against further sudden-acceleration complaints.

Audi added shift locks on models equipped with automatic transmission through recalls and made the devices standard on 1987 5000 models. The devices require drivers to put their foot on the brake before shifting into gear.

Car sales in Britain on record track

LONDON — The British auto market is booming, and record sales of more than 1.9 million are forecast for the whole of 1987.

At 1,002,742, sales topped one million for the first six months. That has happened only once before — in 1979 — and demand tailed off in the second half of that year.

In contrast to 1979, the industry expects record sales of up to 400,000 cars in August. August is the best sales month in Britain, as the new registration plate prefix is introduced. Continued strong demand in the autumn is expected to push the market beyond the 1986 record of 1.88 million car sales.

Not only are makers selling more cars, but the five-year discount war is largely over.

Ford, the traditional market leader, increased its domination over rivals Austin Rover and Vauxhall in the first half of this year. Ford's market share increased to 29 percent from 26.7 percent for the first six months of 1986.

Ford Escort, Fiesta and Sierra models are the three top-selling cars.

Austin Rover and Vauxhall have, for the moment, given up amibitions of significantly improving market share in the hope of curbing financial losses. Austin Rover lost almost 1 percentage point in market share, falling to 15.5 percent in the first six months of 1987. Vauxhall's loss was more than 2 percentage points; its share was 13.8 percent.

The imports' share of the market fell from 55 percent to 50 percent in the first six months as Ford and Vauxhall built more cars in their British plants and imported fewer from Belgium and Germany.

Pact sets up GM-Isuzu deal

LUTON, England — General Motors' plan to hand over its loss-making Bedford van plant here to a new GM/Isuzu joint venture company will proceed.

Workers voted 787 to 605 in favor of a Japanese-style employment agreement. They had previously overwhelmingly rejected the new deal.

The Bedford/Isuzu operation is expected to be set up in September with an Anglo-Japanese management team. The ambitious objective is to boost Luton's output from 19,000 vans a year to 40,000. The aging Bedford CF model will be rplaced by new Japanese designs and will be be built alongside the Isuzu pickup and small Suzuki van already assembled at the plant under license.

The controversial employment agreement closely mirrored that already in use at Nissan's Sunderland car plant in northeast England. It includes introduction of total flexibility between jobs.

Other provisions are: single staff status for all workers; an end to time clocks; and negotiations to be conducted by a joint works council that includes elected employees and union representatives.

Last-minute concessions made to the workers included a reduction of 100 in the proposed 480 job losses and a choice of arbitration in the no-strike procedure.

PRODUCTION

U.S. CAR	Week Ended July 11, 1987	Week Ended July 12, 1986	Week Ended July 4, 1987	June Total	Jan. 1 to July 12, 1986	Jan. 1 to July 11, 1987
AMERICAN MOTORS	0	1,444	0	673	30,093	15,994
Renault Total	0	1,444	0	673	30,093	15,994
Alliance	0	1,363	0	673	26,677	15,994
Encore	0	81	0	0	3,416	0
CHRYSLER MOTORS	17,200	15,622	13,517	97,209	769,084	615,158
Plymouth Total	3,400	4,482	2,575	23,520	227,375	184,516
Horizon	0	3,271	0	0	90,864	32,997
Sundance	1,800	708	1,325	8,443	1,900	56,505
Reliant	500	503	430	9,785	96,450	62,399
Caravelle	1,000	0	758	4,709	27,823	30,196
Gran Fury	100	0	62	583	10,338	2,418
Chrysler Total	8,200	3,298	8,138	38,223	248,668	205,275
Laser	0	521	0	0	26,788	0
LeBaron K	0	1,146	0	5,806	63,332	42,910
LeBaron J	4,000	0	2,871	14,791	0	67,040
LeBaron GTS	800	1,631	682	4,419	38,823	23,820
N. Yorker/E-Class	1,800	0	1,513	7,606	47,309	47,078
Fifth Avenue	1,600	0	1,062	5,599	72,416	24,427
Dodge Total	5,600	7,842	4,804	35,466	293,021	225,368
Daytona	1,300	993	1,362	7,401	29,962	32,807
Omni	0	4,169	0	0	87,661	26,363
Shadow	1,900	605	1,548	10,138	1,682	57,901
Aries	400	369	379	9,452	75,069	59,381
Dodge 600	900	665	726	4,341	46,350	27,013
Lancer	500	1,021	468	2,599	31,850	15,010
Diplomat	600	0	319	1,535	20,427	4,893
FORD MOTOR	0	4,430	0	155,683	951,676	1,023,012
Ford Division	0	4,036	0	113,316	651,509	721,458
Escort	0	0	0	33,998	203,895	196,158
Mustang	0	4,036	0	17,924	108,724	113,748
Tempo	0	0	0	14,266	105,393	99,830
Taurus	0	0	0	31,928	148,532	224,338
Thunderbird	0	0	0	15,202	84,965	87,386
L-M Division	0	394	0	42,365	300,167	301,554
Mercury Total	0	394	0	27,078	206,261	205,557
Lynx	0	0	0	900	34,185	20,654
Capri	0	394	0	0	10,429	0
Topaz	0	0	0	5,401	31,796	32,858
Cougar	0	0	0	10,226	65,593	80,476
Sable	0	0	0	10,461	64,258	71,567
Lincoln Total	0	0	0	15,287	93,906	95,997
Continental	0	0	0	1,533	10,573	9,610
Lincoln	0	0	0	11,554	70,446	72,088
Mark VII	0	0	0	2,200	12,882	14,299
GENERAL MOTORS	51,197	75,691	56,038	333,756	2,464,967	2,038,711
Buick Total	9,676	16,449	10,575	53,773	440,657	324,351
Skyhawk	186	2,733	651	1,712	49,031	16,451
Century	3,371	4,721	2,707	13,516	138,638	99,940
Regal	1,444	0	769	4,165	36,489	25,522
Somerset/Skylark	0	2,939	811	5,101	63,463	37,072
LeSabre (fwd)	4,550	4,241	3,746	19,713	76,717	77,888
LeSabre (rwd)	125	359	75	296	8,223	5,432
Electra (fwd)	0	888	1,787	8,261	53,362	53,545
Riviera	0	568	30	1,009	14,734	8,501
Cadillac Total	2,106	5,896	4,027	23,996	188,303	161,845
Cimarron	0	346	46	804	15,097	7,489
Allante	150	0	121	633	0	2,343
Brougham (rwd)	0	0	734	4,692	49,101	38,116
DeVille (fwd)	1,956	4,091	2,916	13,115	97,060	90,643
Eldorado	0	744	105	2,495	14,243	10,534
Seville	0	715	105	2,257	12,802	12,720
Chevrolet Total	22,879	18,640	19,324	120,624	762,773	770,391
Chevette	0	0	0	0	61,031	0
Camaro	1,953	2,919	3,119	12,591	112,686	61,375
Cavalier	4,560	8,257	3,984	34,966	236,363	200,383
Celebrity	4,924	2,792	4,493	20,325	153,608	188,088
Corsica/Beretta	7,500	0	5,565	30821	0	156,445
Monte Carlo	1,174	2,124	826	5,172	63,209	39,203
Chevrolet	2,128	2,548	824	13,901	120,733	106,446
Corvette	640	0	513	2,828	15,143	16,451
Oldsmobile Total	3,624	13,641	11,563	70,365	609,244	384,340
Firenza	0	326	604	2,643	23,086	1,842
Calais	0	2,108	2,682	16,349	68,783	69,547
Cutlass Ciera	0	4,742	2,411	21,220	154,063	99,968
Cutlass Supreme	1,402	0	1,589	7,812	84,031	41,609
88 (fwd)	1,905	3,482	2,922	13,814	192,507	104,104
88 (rwd)	0	0	290	2,108	11,749	10,656
Olds 98	317	2,413	989	4,222	64,153	37,893
Toronado	0	570	76	2,197	10,852	10,127
Pontiac Total	12,912	21,085	10,549	64,998	463,990	397,784
Acadian*	0	0	0	0	9,864	0
Fiero	0	2,048	0	4,662	44,149	20,689
1000	0	0	0	0	11,792	0
Firebird	1,211	3,291	1,735	7,640	67,821	44,365
2000 Sunbird	0	4,050	0	9,195	81,284	60,295
Grand Am	6,300	5,892	4,198	25,737	123,000	145,189
6000	2,045	3,964	1,646	6,911	85,884	46,674
Bonneville	3,155	0	2,861	10,235	0	75,078
Safari/Parisienne	141	1,820	109	618	40,196	5,494
HONDA	0	4,275	6,550	28,382	101,515	171,021
Civic	0	0	2,150	11,794	0	57,329
Accord	0	0	4,400	16,588	101,515	113,692
NISSAN	0	0	0	8,891	21,517	69,582
NUMMI	3,000	3,832	3,247	17,797	109,213	104,042
Corolla	600	0	711	3,888	0	21,571
Nova	2,400	0	2,536	13,909	109,213	82,471
VOLKSWAGEN	2,000	1,768	1,165	8,870	50,514	43,162
Golf/GTI	1,750	0	915	6,116	50,514	34,808
Jetta	250	0	250	2,754	0	8,354
Total Cars, U.S.	73,397	107,062	80,517	651,261	4,496,559	4,080,982
Total Cars, Canada	8,397	10,138	13,286	77,953	614,907	443,344
N. American Cars	81,794	117,200	93,803	729,214	5,113,466	4,524,326
N. Am. Trucks	49,816	48,982	44,966	414,758	2,435,557	2,461,807
North American Cars and Trucks	131,610	166,182	138,769	1,143,970	7,549,023	7,006,833

*—All Acadians are built for sale in Canada.
Monthly estimates may contain some of one or two units due to rounding.

First-half car output lowest in 4 years

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

While truck production was breaking records across North America last month and in the first half, car output continued to lag.

Production of cars in the United States in the first half totaled 4,009,538, the lowest for that period since 1983 when 3,423,209 units were built.

The six-month total was a 6.58-percent decrease from the 4,291,975 completed during the first half of last year.

Automakers built 651,261 cars during June, the lowest for that month since 1982 when 546,807 cars were assembled.

Last month's output was 4.50 percent more than May's 623,236 but 9.87 percent below the year-ago month's 722,608.

Second-quarter output of 1,930,389 cars dipped 7.15 percent from the first quarter's 2,079,149 and was down 10.68 percent from the year-ago quarter's 2,161,269.

The combination of a holiday, vacations and model changeover downtime affected last week's scheduled output. Automakers targeted production of 73,397 cars last week, 8.84 percent below the prior week's 80,517 and 31.44 percent below the year-ago week's 107,062.

Companies split last week's estimated output as follows: General Motors, 69.76 percent; Chrysler Motors, 23.43 percent; New United Motor Manufacturing Inc., 4.09 percent; and Volkswagen of America, 2.72 percent.

Ford Motor Co., Honda of America Manufacturing and Nissan Motor Manufacturing Co. U.S.A. plants were all idle last week for vacation.

As previously reported, American Motors has ended output of its 1987 Alliance models.

GM shut its Tarrytown, N.Y., plant today until Aug. 17 for model changeover. On Wednesday, GM will close its Buick City plant in Flint, Mich., until Aug. 4 and its Janesville, Wis., facility until Aug. 11.

On Thursday, GM will close its Lansing (No. 1) plant until Aug. 4 for model changeover.

The following GM plants remain idle for model change: Wentzville, Mo.; Leeds, Mo.; Orion Township, Mich.; Framingham, Mass; Detroit-Hamtramck; Clark Avenue, Detroit; Lordstown, Ohio; Arlington, Texas; Doraville, Ga.; and the Fiero plant in Pontiac, Mich.

GM's Norwood, Ohio, plant remains idle for inventory adjustment until July 20. The plant is scheduled to closed permanently Aug. 24.

Chrysler's Jefferson Avenue plant in Detroit and its Sterling Heights, Mich., plant closed today for model changeover. The Sterling Heights plant is scheduled to reopen July 31, and Jefferson is slated to resume operations Aug. 3.

As reported earlier, Chrysler's Belvidere, Ill., and Newark, Del., assembly plants are idle for model changeover.

All Ford car plants were expected to resume production today after a two-week vacation.

Truck assembly sets records

Truckmakers in the United States cranked out so many units in the first six months of 1986 that five records were broken.

First-half truck production was the highest ever for that period.

Output totaled 1,986,343, passing the previous record of 1,891,166 in 1979.

The first half's production was 6.88 percent more than the 1,858,416 built during the same period last year.

Truckmakers built nearly one million trucks during the second quarter. Output of 994,968 was also an all-time high, topping the previous peak of 961,228 completed during the same period last year.

Second-quarter output was 0.36 percent more than the first quarter's 991,375.

The manufacturers also set production records in February, March and April.

June truck production of 334,926 was the highest for that month since 1978 when 344,408 units were built.

Last month's output was 1.73 percent more than May's 329,216 and 6.19 percent more than the year-ago month's 315,400.

Last week's targeted production of 37,871 was 20.01 percent more than previous week's 31,557 and 1.24 percent more than the year-ago week's 37,407.

Ford Motor Co., Nissan Motor Manufacturing Co. U.S.A., Navistar International and Jeep were all on vacation last week. Production is expected to resume at those companies today.

GM slated overtime last Saturday at it's Lordstown, Ohio; Baltimore; Flint, Mich. (No. 2); and Detroit plants.

CANADIAN CAR	Week Ended July 11, 1987	Week Ended July 12, 1986	Week Ended July 4, 1987	June Total	Jan. 1 to July 12, 1986	Jan. 1 to July 11, 1987
AMERICAN MOTORS	100	0	88	261	2,382	3,085
FORD MOTOR	0	0	6,780	46,583	289,806	278,741
GENERAL MOTORS	7,832	9,913	5,908	28,492	316,943	155,526
HONDA	240	0	330	1,645	0	250
VOLVO	225	225	160	972	5,776	5,742
Total Cars, Canada	8,397	10,138	13,286	77,953	614,907	443,344
U.S. TRUCK☆	Week Ended July 11, 1987	Week Ended July 12, 1986	Week Ended July 4, 1987	June Total	Jan. 1 to July 12, 1986	Jan. 1 to July 11, 1987
CHEVROLET	21,823	19,693	17,176	100,478	661,391	632,543
DODGE	3,300	4,975	4,827	34,597	42,497	138,995
FORD	0	0	0	121,526	755,445	780,517
GMC	9,998	6,654	5,461	34,648	99,364	207,227
NAVISTAR	0	0	1,343	7,357	40,127	40,037
JEEP	0	3,735	0	18,803	106,854	115,066
NISSAN	0	0	0	5,417	67,741	41,666
AM GENERAL*	450	50	450	1,980	1,362	6,660
MISCELLANEOUS*	2,300	2,300	2,300	10,120	61,640	59,800
Total Trucks, U.S.	37,871	37,407	31,557	334,926	1,936,421	2,022,511
CANADIAN TRUCK	Week Ended July 11, 1987	Week Ended July 12, 1986	Week Ended July 4, 1987	June Total	Jan. 1 to July 12, 1986	Jan. 1 to July 11, 1987
AMERICAN MOTORS	775	906	627	3,411	14,687	18,071
CHRYSLER	5,120	4,719	5,255	37,424	226,563	234,303
FORD	0	0	2,932	15,098	91,859	83,579
GENERAL MOTORS	6,020	5,730	4,442	22,909	160,606	118,245
NAVISTAR	[illegible]	200	183	990	5,421	5,098
Total Trks., Canada	11,941	11,555	13,439	79,830	498,136	459,296
N. Am. Trucks	49,816	48,962	44,966	414,756	2,435,557	2,461,807

—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-contract vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain some of one or two units due to rounding.

Trucks pass Canada cars

Canadian truck production has passed the year-to-date car production total, according to adjusted figures.

So far this year, 459,296 trucks and 443,344 cars have been assembled.

June's truck production of 79,830 was the highest ever for that month and was also the highest for any month since January 1986 when 81,115 units were built.

Last month's truck output was 1.21 percent more than May's 78,872 and 4.38 percent more than the year-ago month's 76,482.

Second-quarter truck production of 238,257 was 13.61 percent more than the first quarter's 209,711 but 1.24 percent below the year-ago period's 241,250.

Last week's scheduled truck output of 11,945 was 11.12 percent below the prior week's 13,439 but 3.38 percent more than the year-ago week's 11,555.

While truckmakers were setting a June record, last month's car production dipped to 77,953, the lowest for that month since 1980 when 77,321 cars were built. Car output was 23.58 percent below the 102,010 built in June 1986.

Car output for the second quarter totaled 209,546, the lowest for that period since the second quarter of 1974 when 207,623 cars were assembled.

Second-quarter car production was 9.04 percent below the first quarter's 230,383 and 33.51 percent below the year-ago period's 315,161.

Automakers scheduled assembly of 8,397 cars last week, 36.80 percent below the prior week's 13,286 and 17.17 percent below the year-ago week's 10,138.

General Motors will close its Oshawa, Ontario, plant tomorrow until July 20 for inventory adjustment. On July 27, Oshawa will close again for a two-week vacation.

All Ford Motor Co. plants were closed last week for vacation. The Oakville, Ontario, truck plant will resume output July 20. The car plants are slated to reopen July 27.

Navistar International closed its Chatham, Ontario, plant last week for a three-week vacation.